

**SANTA ANA DISTRICT OFFICE**  
**FY 2008 LENDER RANKINGS**  
**AS OF 3/31/08**



**TOP 3 LENDERS**

**#1 INNOVATIVE BANK**  
**133**  
**\$2,945,000**

**#2 BANK OF AMERICA, NA**  
**106**  
**\$3,330,400**

**#3 BANCO POPULAR NORTH AMERICA**  
**102**  
**\$10,602,300**

<b>Rank</b>	<b>Lender Name</b>	<b># of Loans</b>	<b>\$ Amount of Loans</b>	<b>Average \$/Loan</b>
<b>1</b>	<b>INNOVATIVE BANK</b>	<b>133</b>	<b>\$2,945,000</b>	<b>\$22,143</b>
<b>2</b>	<b>BANK OF AMERICA, NATIONAL ASSOCIATION</b>	<b>106</b>	<b>\$3,330,400</b>	<b>\$31,419</b>
<b>3</b>	<b>BANCO POPULAR NORTH AMERICA</b>	<b>102</b>	<b>\$10,602,300</b>	<b>\$103,944</b>
4	CDC SMALL BUSINESS FINANCE CORPORATION	99	\$65,548,000	\$662,101
5	WELLS FARGO BANK, NATIONAL ASSOCIATION	98	\$14,045,600	\$143,322
6	WASHINGTON MUTUAL BANK	80	\$2,991,800	\$37,398
7	CAPITAL ONE BANK (USA), NATIONAL ASSOCIATION	70	\$3,125,000	\$44,643
8	EDF RESOURCE CAPITAL, INC.	57	\$37,145,000	\$651,667
9	U.S. BANK NATIONAL ASSOCIATION	41	\$4,229,900	\$103,168
10	SOUTHLAND ECONOMIC DEVELOPMENT CORPORATION	31	\$24,040,000	\$775,484
11	CITIBANK, N.A.	25	\$2,835,000	\$113,400
12	CALIFORNIA BANK & TRUST	19	\$3,579,800	\$188,411
13	MORTGAGE CAPITAL DEVELOPMENT CORPORATION	17	\$10,655,000	\$626,765
14	CIT SMALL BUSINESS LENDING CORPORATION	14	\$5,181,000	\$370,071
15	BORREGO SPRINGS BANK, N.A.	14	\$1,668,000	\$119,143
16	UNION BANK OF CALIFORNIA, N.A.	14	\$320,000	\$22,857
17	SUPERIOR FINANCIAL GROUP, LLC	14	\$132,500	\$9,464
18	CENTER BANK	12	\$4,822,500	\$401,875
19	COMERICA BANK	12	\$4,371,600	\$364,300
20	TEMECULA VALLEY BANK	11	\$10,970,300	\$997,300
21	FULLERTON COMMUNITY BANK, FSB	11	\$4,055,100	\$368,645
22	EAST WEST BANK	11	\$2,637,000	\$239,727
23	METROPACIFIC BANK	10	\$5,757,500	\$575,750
24	RABOBANK, NATIONAL ASSOCIATION	10	\$801,000	\$80,100
25	PACIFIC COAST NATIONAL BANK	9	\$4,504,200	\$500,467
26	SOUTH COUNTY BANK, NATIONAL ASSOCIATION	9	\$3,698,000	\$410,889
27	FIRST BANK	8	\$470,900	\$58,863
28	BUSINESS LOAN CENTER, LLC	8	\$290,000	\$36,250
29	WACHOVIA SBA LENDING, INC.	7	\$5,942,400	\$848,914
30	ENTERPRISE FUNDING CORPORATION	7	\$4,901,000	\$700,143
31	CITIZENS BUSINESS BANK	7	\$3,396,446	\$485,207
32	PACIFIC CAPITAL BANK, NATIONAL ASSOCIATION	7	\$3,340,000	\$477,143
33	PACIFIC PREMIER BANK	7	\$1,767,000	\$252,429
34	PACIFIC CITY BANK	7	\$1,628,500	\$232,643
35	SECURITY BANK OF CALIFORNIA	7	\$1,450,000	\$207,143
36	INLAND COMMUNITY BANK, NATIONAL ASSOCIATION	7	\$1,400,000	\$200,000
37	COMMONWEALTH BUSINESS BANK	7	\$1,347,000	\$192,429
38	US METRO BANK	6	\$4,043,000	\$673,833
39	CALIFORNIA STATEWIDE CERTIFIED DEVELOPMENT CORPORA	6	\$3,318,000	\$553,000
40	NARA BANK	6	\$2,687,000	\$447,833
41	GATEWAY BUSINESS BANK	6	\$1,546,800	\$257,800
42	SECURITY PACIFIC BANK	5	\$5,255,800	\$1,051,160
43	ALLIANCE BANK	5	\$3,351,200	\$670,240
44	HANMI BANK	5	\$3,215,000	\$643,000

<i>Rank</i>	<i>Lender Name</i>	<i># of Loans</i>	<i>\$ Amount of Loans</i>	<i>Average \$/Loan</i>
45	BRIDGE BANK, NATIONAL ASSOCIATION	5	\$1,980,500	\$396,100
46	EXCEL NATIONAL BANK	5	\$1,464,300	\$292,860
47	AMPAC TRI STATE CDC	5	\$1,317,000	\$263,400
48	WILSHIRE STATE BANK	5	\$977,000	\$195,400
49	GILMORE BANK	4	\$4,392,000	\$1,098,000
50	AMERICAN CONTINENTAL BANK	4	\$3,126,000	\$781,500
51	FIRST CALIFORNIA BANK	4	\$1,920,000	\$480,000
52	MIRAE BANK	4	\$1,441,000	\$360,250
53	COMMERCEWEST BANK, N.A.	4	\$850,000	\$212,500
54	UNITED CENTRAL BANK	4	\$670,000	\$167,500
55	PREMIER COMMERCIAL BANK, NATIONAL ASSOCIATION	3	\$2,560,000	\$853,333
56	1ST CENTENNIAL BANK	3	\$2,491,000	\$830,333
57	AMERICAS UNITED BANK	3	\$1,701,000	\$567,000
58	SAEHAN BANK	3	\$1,472,500	\$490,833
59	CELTIC BANK CORPORATION	3	\$1,100,000	\$366,667
60	COMMUNITY SOUTH BANK D.B.A COMMUNITY SOUTH	3	\$857,000	\$285,667
61	UNITED COMMERCIAL BANK	3	\$680,000	\$226,667
62	MISSION OAKS NATIONAL BANK	3	\$662,000	\$220,667
63	INTERNATIONAL CITY BANK, NATIONAL ASSOCIATION	3	\$575,600	\$191,867
64	PACIFIC WESTERN BANK	3	\$521,800	\$173,933
65	PFF BANK & TRUST	3	\$459,100	\$153,033
66	PACIFIC MERCANTILE BANK	3	\$425,000	\$141,667
67	ALTURA CU	3	\$250,000	\$83,333
68	SOUTHLAND CREDIT UNION	3	\$150,000	\$50,000
69	MOUNTAIN 1ST BANK & TRUST COMPANY	2	\$4,000,000	\$2,000,000
70	CITY NATIONAL BANK	2	\$3,500,000	\$1,750,000
71	UPS CAPITAL BUSINESS CREDIT	2	\$1,968,000	\$984,000
72	LEHMAN BROTHERS BANK, FSB	2	\$1,963,500	\$981,750
73	CALIFORNIA BUSINESS BANK	2	\$1,650,000	\$825,000
74	GROW AMERICA FUND, INCORPORATED	2	\$1,150,000	\$575,000
75	NATIONAL BANK OF CALIFORNIA	2	\$1,124,000	\$562,000
76	LOS ANGELES COUNTY SMALL BUSINESS DEVELOPMENT CORP	2	\$820,000	\$410,000
77	BUSINESS LENDERS, LLC	2	\$757,000	\$378,500
78	COMMUNITY BANK	2	\$596,000	\$298,000
79	GBC INTERNATIONAL BANK	2	\$350,000	\$175,000
80	ARROWHEAD CENTRAL CU	2	\$339,300	\$169,650
81	CALIFORNIA OAKS STATE BANK	2	\$250,000	\$125,000
82	FRONTIER BANK, FSB	2	\$175,000	\$87,500
83	ZIONS FIRST NATIONAL BANK	2	\$100,000	\$50,000
84	FIRST VIETNAMESE AMERICAN BANK	1	\$1,862,500	\$1,862,500
85	UNITED PACIFIC BANK	1	\$1,450,000	\$1,450,000
86	FIRST NATIONAL BANK OF SOUTHERN CALIFORNIA	1	\$1,141,500	\$1,141,500
87	ORANGE COUNTY'S CU	1	\$960,000	\$960,000
88	FAR EAST NATIONAL BANK	1	\$960,000	\$960,000
89	BAY AREA EMPLOYMENT DEVELOPMENT COMPANY	1	\$902,000	\$902,000
90	DISCOVERY BANK	1	\$900,000	\$900,000
91	COMPASS BANK	1	\$715,500	\$715,500
92	MERCHANTS BANK OF CALIFORNIA, NATIONAL ASSOCIATION	1	\$700,000	\$700,000
93	SEACOAST COMMERCE BANK	1	\$652,000	\$652,000
94	GREATER BAY BANK, NATIONAL ASSOCIATION	1	\$620,000	\$620,000
95	FIRST STANDARD BANK	1	\$450,000	\$450,000
96	BANK OF ESCONDIDO	1	\$418,500	\$418,500
97	1ST COMMERCE BANK	1	\$375,000	\$375,000
98	UNITI BANK	1	\$300,000	\$300,000
99	COMMERCE BANK, NATIONAL ASSOCIATION	1	\$297,000	\$297,000
100	YELLOWSTONE BANK	1	\$252,500	\$252,500

<i>Rank</i>	<i>Lender Name</i>	<i># of Loans</i>	<i>\$ Amount of Loans</i>	<i>Average \$/Loan</i>
101	VINEYARD BANK, NATIONAL ASSOCIATION	1	\$250,000	\$250,000
102	LANDMARK CERTIFIED DEVELOPMENT CORPORATION	1	\$188,000	\$188,000
103	VISION ONE CU	1	\$183,000	\$183,000
104	COMMERCIAL BANK OF CALIFORNIA	1	\$150,000	\$150,000
105	SILVERGATE BANK	1	\$150,000	\$150,000
106	FIRST PRIVATE BANK & TRUST	1	\$150,000	\$150,000
107	PACIFIC ENTERPRISE BANCORP	1	\$150,000	\$150,000
108	TOMATOBANK, N.A.	1	\$150,000	\$150,000
109	LA JOLLA BANK, FSB	1	\$130,000	\$130,000
110	MERRILL LYNCH BANK & TRUST CO., FSB	1	\$100,000	\$100,000
111	PREMIER BUSINESS BANK	1	\$100,000	\$100,000
112	COMMERCE BANK OF TEMECULA VALLEY	1	\$90,000	\$90,000
113	WASHINGTON FIRST INTERNATIONAL BANK	1	\$50,000	\$50,000
114	WASHINGTON STATE BANK	1	\$50,000	\$50,000
115	COMMUNITY BANK OF NEVADA	1	\$50,000	\$50,000
116	MOUNTAIN AMERICA FCU	1	\$25,000	\$25,000
117	PREMIER AMERICA CU	1	\$10,000	\$10,000
	<b><i>TOTALS:</i></b>	<b><i>1297</i></b>	<b><i>\$349,059,646</i></b>	<b><i>\$269,128</i></b>